

MANAGEMENT REVIEW

INDEX TO VOLUME 71

January–December 1982

(F=AMA Forum; IF=AMA/International Forum; PF=Public Management Forum)

SUBJECT INDEX

Arbitration			
Whereas More Trade Contracts Contain Arbitration Clauses	Mar. p. 29IF	Managing the Unpredictable—A Rational Plan for Coping with Change	Feb. p. 52
Archives		'Management Gap' Threatening Future Technological Advances	Aug. p. 29IF
Companies Digging Up Their Past	Jan. p. 32F, 34IF	Chief Executive	
Art		The Chief Executive as Change Agent	Feb. p. 25
Business and the Arts . . . A Productive Alliance Comes Under Stress	Oct. p. 63	Managing the Presidency Part I	Aug. p. 8
Assets Management		Managing the Presidency Part II	Sept. p. 18
Good Assets Management Can Pay Off Under ERTA	June p. 8	Communication	
Takeovers . . . The Risks of the Game and How to Get Around Them	Nov./Dec. p. 44	Getting Through to the Unreachable Person	Mar. p. 48
Proper Pension Fund Management Can Yield Superior Performance	Aug. p. 29F, Sept. p. 34IF	How to Get What You Want through Influential Communication	June p. 12
Benefits		There Is No Motivational Magic	Aug. p. 58
Beyond Flexible Benefits: Towards A Totally Flexible Work Environment	July p. 32F	The Value of Assertiveness in Interpersonal Communication	Aug. p. 23
Business Coalitions Putting a Crimp on Health Care Costs	May p. 29F	Compensation	
What Cuts in Social Security Mean for Company Pension Plans	Oct. p. 29IF	Challenge to Pay-Planners: Gearing Compensation to Market Cycles	Nov./Dec. p. 17
Bureaucracy		Do ISOs Belong in Your Executive Compensation Program?	April p. 24
The Happy Worker	July p. 52	European Executives Can Expect Lower Salary Increases This Year	July p. 35IF
Career Planning		Focusing Company Reward Systems to Help Achieve Business Objectives	Oct. p. 8
Career Development: A Collaborative Approach . The Dilemma of the Internally Produced Supervisor	Sept. p. 27	Linking Sales Compensation to the Product Life Cycle	July p. 43
How to Operate a Successful Career Development Program	Oct. p. 25IF	Recognition and Reward: Keys to Motivating Supervisors	Nov./Dec. p. 53
Change		Computers & Data Processing	
The Chief Executive as a Change Agent	Feb. p. 25	Potential of Computers in Management Still Unrealized	Jan. p. 33IF, March p. 29F
European Managers Warned of Social and Political Changes	July p. 29IF	U.S. Firms Setting Up Top Executive Councils to Direct Data Processing	Mar. p. 36IF
Executive Search: Management Headache or Opportunity for Creative Change	April p. 28	Corporate Organization	
		Downsizing—How to Manage More with Less . . . The Evolution of a Staff Development System . . . The Happy Worker	Mar. p. 8 Oct. p. 54 July p. 52
		How to Make OD Work Better for Your Organization	June p. 56
		How to Operate a Successful Career Development Program	May p. 21
		Is Employee Ownership the Answer to Our Economic Woes?	May p. 8

Corporate Responsibility		
Business and the Arts . . . A Productive Alliance		
Comes Under Stress	Oct. p. 63	Sept. p. 34F Aug. p. 17
Exxon Chairman Urges More Formal Giving Programs	April p. 34F, IF	May p. 31F, IF
Parents and Employers: New Partners in Child Care	Mar. p. 38	April p. 29F, May p. 29IF
Report Suggests Ways Companies Can Be More Involved in the Community	Sept. p. 30F	Sept. p. 29IF
Crisis Management		
Contingency Planning Should Include Ways of Coping During Disasters	Sept. p. 34F	Feb. p. 29IF, Mar. p. 33F Aug. p. 29IF
Crisis Management: How to Turn Disasters into Advantages	Aug. p. 27	May p. 29IF
From Strikes to Natural Disasters, N.Y.C. Crisis Managers Are Ready	May p. 32F, IF, July p. 29 PF	Aug. p. 33PF
Customer Service		
How American Express Measures Quality of Its Customer Service	Mar. p. 29F, 31IF	Jan. p. 30IF
Education		
CEO Urges Closer Relationship between Employers and Educators	July p. 34F	Feb. p. 8
Employers Taking Another Look at Neglected Liberal Arts Students	Jan. p. 30F	Feb. p. 38IF
The Failure of Business Education—and What To Do About It	Aug. p. 47	April p. 27
Employee Relations		
Another Perspective of Managers' Performance—From Subordinates	Aug. p. 29F, 31IF	Nov./Dec. p. 8
The Benefits of Leveling with Employees: ROLM's Experience	July p. 16	Jan. p. 38
CEO Turns to Employees to Help Turn Company Around	July p. 31F, 29F, 34PF	May p. 15
Companies Need 'Bill of Rights' for Employees—and Themselves	Aug. p. 30F, IF, 34PF	
The Happy Worker	July p. 52	
How Sound Employee Relations Contribute to Profitability	Oct. p. 29F, 32IF	
How to Link Management Style to Subordinate Personalities	Oct. p. 22	
Is Employee Ownership the Answer to Our Economic Woes?	May p. 8	
Reverse Reviews Give Subordinates a Chance to Evaluate Their Bosses	Sept. p. 32PF	
Making Employee Surveys Work for Your Organization	April p. 47	
The Supervisor as Counselor—How to Help the Distressed Employee	April p. 42	
Survey Shows Rising Public Resentment to Mass Layoffs	Oct. p. 45F, 29IF	
Warning: Traditional Employee Attitude Surveys Don't Work	Aug. p. 56	
Entrepreneurialism		
How GE Grows Entrepreneurs	Feb. p. 29F, 32IF	
Making the Transition from Entrepreneurship to a Professionally Managed Firm	Jan. p. 57	
Financial Management		
Deciding Whether to Use Staff or Outside Vendor Services	Mar. p. 22	
Flexible Budgeting Can Save Small Businesses	June p. 45	
Proper Pension Fund Management Can Yield Superior Performance	Aug. p. 29F,	
Recognizing and Correcting Financial Fallacies		Jan. p. 31F, 36IF Mar. p. 8
The Remarkable Recovery of the Company Vesco Left Behind		
"Value Added" Seen as Better Measure of Company Performance		Jan. p. 8
Foreign Business		
Arab Gulf States Face Shortage of Management Skills		May p. 46
The Good and Bad of Managing Foreign Firms' U.S. Subsidiaries		
How to Hurdle Major Barriers to U.S. Markets		
Latin America Holds Great Promise Despite Problems		
U.S. Firms Developing Nutrition Programs for Overseas Employees		
What Changes in Tax Laws Mean for Foreign Businesses in U.S.		
Futurism		
New Technology Creates 'The Office of the Future'		
Human Resources		
Companies Calling Retirees Back to the Workplace		
Executive Search: Management Headache or Opportunity for Creative Change?		
How the Best-Run Companies Turn So-So Performers into Big Winners		
How to Close the Gap in Human Performance		
Social Services at the Workplace: New Resource for Management		
International Relations		
Business Leaders Confer on Problems Facing Multinationals		April p. 29IF July p. 58
How National Cultures Shape Management Styles		April p. 29IF, May p. 34F
Why Every Company Needs a Strategy for Global Competition		
Japan		
For the Japanese, There Is No Demarcation Between Work and Play		Mar. p. 36F
Japanese Firm Urged to Develop New Breed of Strategic Managers		June p. 29F, IF
The Unsung Hero of Japanese Management: The Middle Manager		July p. 29IF, 33F
What American Labor/Management Can Learn from Japanese Unions		June p. 24
Labor Relations		
How to Self-Police for Regulatory Compliance		July p. 47
Defining A Leadership Mandate		April p. 14
Is Employee Ownership the Answer to Our Economic Woes?		May p. 8
Managers Urged to Draft Own Demands Instead of Just Reacting to Union Proposals		Jan. p. 35F, 31IF
Recession Not the Time to 'Get Even' With Trade Unions		July p. 29F
Management		
AT&T Studies Show Liberal Arts Majors Excel in Many Managerial Skills		
Downsizing—How to Manage More With Less		
Fear Makes the World Go Round: The 'Dark Side' of Management		
Foresighted Management Decision Making: See the Options Before Planning Strategy		

Good Assets Management Can Pay Off Under ERTA	June p. 8	Approach	Sept. p. 49
A Hierarchy and Network of Aims: Getting More out of MBO	Jan. p. 47	The Pros and Cons of Participative Management	Sept. p. 44
How National Cultures Shape Management Styles	July p. 58		
Improved Management Saves the State of Louisiana			
Nearly \$400 Million	Sept. p. 29PF	Planning & Strategy	
Influence Management—Alternative to Authority in Getting Things Done	June p. 29F, 34IF	A Bridge Player's Guide to Sharpening an Executive's Ability to Think and Act Strategically	Oct. p. 73
Making the Transition from Entrepreneurship to a Professionally Managed Firm	Jan. p. 57	Civic Leaders Employ New Tactics to Attract Prospective Employers	June p. 31IF, 32PF
The Manager's Memo as a Strategic Tool	June p. 13		
Middle Management Today: Who's Calling the Shots?	July p. 21	Cutting Energy Consumption Without Impeding Operations	Nov./Dec. p. 29PF
Periodic Audits Hold a Mirror Up to Management	Mar. p. 57	Dos and Don'ts for Employers Seeking A New Site	June p. 33IF
The Pros and Cons of Managing Foreign Firms' U.S. Subsidiaries	Feb. p. 29IF, Mar. p. 33F	Foresighted Management Decision Making: See the Options Before Planning Strategy	May p. 46
The Remarkable Recovery of the Company Vesco Left Behind	May p. 31F, IF	How to Apply 'Zero-based Thinking' to Decision-Making	Feb. p. 29IF, Mar. p. 34F
There is no Motivational Magic	Aug. p. 58		
To: All Managers—There Will Be No More Secretaries. From Now On, You Will Learn to Do Your Own Clerical Chores	Mar. p. 32F, 35IF	How to Bridge the Technology Gap in Manpower Planning	April p. 18
The Need to Set Ethical Standards for Management	June p. 29	How to Integrate R&D & Corporate Goals	Sept. p. 8
Management Development		How to Operate a Successful Career Development Program	May p. 21
Coping With Basic Problems Eases Stress, Promotes Efficiency	Sept. p. 29PF	How to Reduce Hospital Costs Without Cutting Patient Care	Oct. p. 29PF
The Dilemma of the Internally Produced Supervisor	Oct. p. 25	How to Self-Police for Regulatory Compliance	July p. 47
How to Develop—and Keep—a Solid Management Team	Aug. p. 43	How to Set Goals That Work for Your Company—and Improve the Bottom Line	Feb. p. 60
How to Improve Delegation Habits	May p. 58	Linking Sales Compensation to the Product Life Cycle	July p. 43
How to Overcome the 'Transient Manager' Syndrome	Mar. p. 51	Making Employee Surveys Work for Your Organization	April p. 47
How to Set Goals That Work for Your Company—and Improve the Bottom Line	Feb. p. 60	Overseas Distributors: How to Make the Most of a Long-Distance Relationship	Oct. p. 31F
Periodic Audits Hold a Mirror Up To Management 'Management Gap' Threatening Future Technological Advances	Mar. p. 57	Plotting Marketing Strategy for Multi-location Businesses	April p. 58
Public Sector Creates Innovative Practices for Executive Personnel	Aug. p. 29IF	The Secret of Strategic Vision	April p. 8
Team Management: A How-to Approach to Improved Productivity, Higher Morale, and Lasting Job Satisfaction	Jan. p. 23	Should Goal Setting Be the First Step for Public Managers?	July p. 29PF
Marketing		Strategy Formulation: What to Avoid; How to Succeed	May p. 25
Marketing Maxims No Longer Apply in Difficult Times	Nov./Dec. p. 29F	Strategy: the Key to Successful New Product Development	July p. 26
Plotting Marketing Strategy for Multilocation Businesses		Tips for Employers Shopping Around for a New Plant Site	July p. 34F
Plotting Marketing Strategy for Today's Economic Realities	April p. 58	Which Candidates Are Most Likely to Succeed in Overseas Assignments?	July p. 33IF, 36F
U.S. Firms Turning to Barter to Extend Marketing Reach	Mar. p. 15	Why Every Company Needs a Strategy for Global Competition	April p. 29IF, May p. 34F
Vital Questions that Marketing Managers Should Ask	April p. 31F		
Middle Management		Productivity	
Middle Management Today: Who's Calling the Shots?	Nov./Dec. p. 41	Assessing the Productivity of Corporate Staff Services	Nov./Dec. p. 41
The Unsung Hero of Japanese Management: the Middle Manager	July p. 21	'Energize' Your Staff to Improve Productivity	Feb. p. 46
Negotiations		How Dana is Reducing Number of Managers	
Getting to Yes	July p. 29IF, 33F	Despite its Growth	Nov./Dec. p. 29F
Participative Management		Managers and Productivity... No One to Blame but Themselves	Oct. p. 13
Defining Participative Management: A Socratic	Feb. p. 16	Productivity a Matter of Personal Accountability	Aug. p. 31F, 34PF, Oct. p. 47IF

N.J. Transit Makes Do With Less—And Gets More for Its Money	Aug. p. 29PF	How ERTA Will Benefit Expatriate Americans ... Time to Reassess Tax Credit for Employee Stock Ownership Plans	Mar. p. 20 Feb. p. 22
Quality			
How American Express Measures Quality of its Customer Service	Mar. p. 29F, 31IF		
TRW's New Approach to Measurement of Product Quality	Oct. p. 29F, 46IF, PF		
Retirement			
Companies Calling Retirees Back to the Workplace Polaroid Experimenting with Phased Retirement .	Feb. p. 38IF April p. 29F, 31IF	Terrorism Worldwide Terrorism Threatens Executives' Safety Nov./Dec. p. 29IF	
Survey Reveals Growing Interest Among Managers in Phased Retirement	Jan. p. 32IF	Teleconferencing What Teleconferencing Can and Cannot Do for Your Meeting	July p. 8
Study Circles			
Study Circles: Personal and Professional Fulfillment for Employees	June p. 37	Termination The Fine Art of Informing an Employee: You're Fired	Feb. p. 40IF
Why Study Circles Thrive in Sweden	June p. 38		
Tax Laws			
What Changes in Tax Laws Mean for Foreign Businesses in U.S.	Jan. p. 30IF	Time Management How Good a Time-Killer Are You?	Sept. p. 48
		Unemployment The Town that is Building Ramparts Against Unemployment	Aug. p. 29PF, Sept. p. 31IF
		Women in the Work Force A Typology of Working Women	Oct. p. 19

AUTHOR INDEX

<i>Abakas, Sheila H. and Seth A.</i> : Social Services At the Workplace: New Resources for Management		Life Cycle	July p. 43
<i>Allen, Fred T.</i> : CEO Urges Closer Relationship Between Employees and Educators	May p. 15	<i>Carter, Jane O'Hara</i> (see <i>Thorne, I. Marlene</i>)	
<i>Aquilina, David</i> : Business Coalitions Putting a Crimp on Health Care Costs	July p. 35F	<i>Cason, Roger L.</i> : Recognizing and Correcting Financial Fallacies	Aug. p. 17
<i>Arnold, John</i> : Cutting Energy Consumption Without Impeding Operations	May p. 29	<i>Churm, Peter</i> : To All Managers—There Will Be No More Secretaries. From Now on, You Will Learn to Do Your Own Clerical Chores	Mar. p. 32F, 35IF
<i>Athanasioupolis, C. N.</i> : 'Value Added' Seen as a Better Measure of Company Performance	April p. 29F, May p. 29IF	<i>Clarke, Richard M.</i> : Middle Management Today: Who's Calling the Shots?	July p. 21
<i>Bauer, Robert W.</i> : How to Make OD Work Better for Your Organization	June p. 56	<i>Cohen, Allan R.</i> : Crisis Management: How to Turn Disasters into Advantages	Aug. p. 27
<i>Beaumont, Richard A.</i> : How Sound Employee Relations Contribute to Profitability	Oct. p. 29F, 32IF	<i>Cooper, Michael R.</i> : Warning: Traditional Employee Attitude Surveys Don't Work	Aug. p. 56
<i>Bell, Chip R.</i> : 'Energize!' Your Staff to Improve Productivity	Feb. p. 46	<i>Corey, James H.</i> : How to Overcome the 'Transient Manager' Syndrome	Mar. p. 51
<i>Berry, Richard K.</i> (see <i>Canning, Gordon, Jr.</i>)	Jan. p. 30IF	<i>Cosgrove, Don J. and Robert L. Dinerman</i> : There Is No Motivational Magic	Aug. p. 48
<i>Bissell, Thomas</i> : What Changes in Tax Laws Mean for Foreign Businesses in U.S.	June p. 45	<i>Coulson, Robert</i> : The Fine Art of Informing an Employee: You're Fired!	Feb. p. 40IF
<i>Bhandari, Narendra C.</i> : Flexible Budgeting Can Save Small Businesses	July p. 32F	<i>Cox, Connie</i> : Vital Questions that Marketing Managers Should Ask	Nov./Dec. p. 41
<i>Bogart, Robert B.</i> : Beyond Flexible Benefits: Towards a Totally Flexible Work Environment	Jan. p. 38	<i>Cushing, Bryant and Carole R.</i> : Periodic Audits Hold a Mirror Up to Management	Mar. p. 57
<i>Bolt, James F. and Geary A. Rummler</i> : How to Close the Gap in Human Performance	Oct. p. 54	<i>Danzig, Selig</i> : How to Bridge the Technology Gap in Manpower Planning	April p. 18
<i>Box, Barry E. and Floyd Whellan</i> : The Evolution of a Staff Development System	May p. 31F, IF	<i>Dinerman, Robert L.</i> (see <i>Cosgrove, Don J.</i>)	
<i>Burgess, William H.</i> : The Remarkable Recovery of the Company Vesco Left Behind	Nov./Dec. p. 44	<i>Duncan, Clay E. and Eric G. Flamholz</i> : Making the Transition from Entrepreneurship to a Professionally Managed Firm	Jan. p. 57
<i>Cabrera, James C.</i> : Takeovers... The Risks of the Game and How to Get Around Them	Feb. p. 29F, 32IF	<i>Dvorak, Donald F.</i> : Executive Search: Management Headache or Opportunity for Creative Change?	April p. 27
<i>Carson, Charles R.</i> : How GE Grows Entrepreneurs		<i>Dwyer, Gilbert</i> : Which Candidates Are Most Likely to Succeed in Overseas Assignments?	July p. 33IF, 36F
<i>Canning, Gordon Jr., and Richard K. Berry</i> :		<i>Eid Moustafa, Mohamed</i> : Arab Gulf States Face Shortage of Management Skills	Sept. p. 29IF
Linking Sales Compensation to the Product			

<i>Ellenis, Manny</i> : Tips for Employers Shopping Around for a New Plant Site	July p. 34F, 32PF	
<i>Ellig, Bruce R.</i> : Challenge to Pay-Planners: Gearing Compensation to Market Cycles	Nov./Dec. p. 17	Jan. p. 23
<i>Endee, John</i> : 'Reverse Reviews' Give Subordinates a Chance to Evaluate Their Bosses	Sept. p. 32PF	
<i>English, John</i> (see <i>Marchione, Anthony R.</i>)		
<i>Fee, Francis X.</i> (see <i>Thorne, I. Marlene</i>)		
<i>Finkel, Coleman L.</i> : What Teleconferencing Can and Cannot Do for Your Meeting	July p. 8	
<i>Fisher, Roger and William Ury</i> : Getting to Yes ...	Feb. p. 16	
<i>Flamholz, Eric G.</i> (see <i>Duncan, Clay E.</i>)		
<i>Fonvielle, William H.</i> : Making Employee Surveys Work for Your Organization	April p. 47	
<i>Garvin, C.C., Jr.</i> : Exxon Chairman Urges More Formal Corporate Giving Programs	April p. 34F, IF	
<i>Grocock, John M.</i> : TRW's New Approach to Measurement of Product Quality	Oct. p. 29F, 46IF, PF	
<i>Grossman, Steven H. and Robert L. Wilson</i> : Plotting Marketing Strategy for Multi-location Businesses	April p. 58	
<i>Gruber, William H.</i> : Computer Potential in Executive Suite Still Unrealized	Mar. p. 29F	
<i>Gurdon, Michael A.</i> : Is Employee Ownership the Answer to Our Economic Woes?	May p. 8	
<i>Harris, D. George</i> : How National Cultures Shape Management Styles	July p. 58	
<i>Hatekeyama, Yoshio</i> : The Unsung Hero of Japanese Management: The Middle Manager	July 29IF, 33F	
<i>Heckert, Richard E.</i> : Productivity: A Matter of Personal Accountability	Aug. p. 31F, 34PF, Oct. p. 47IF	
<i>Hoffman, John H. and Orry Y. Shackney</i> : Assessing the Productivity of Corporate Staff Services	Nov./Dec. p. 22	
<i>Hulbert, Jack E. and Doris</i> : The Value of Assertiveness in Interpersonal Communication	Aug. p. 23	
<i>Irons, Neil</i> : What Cuts in Social Security Mean for Company Pension Plans	Oct. p. 29IF	
<i>Josefowitz, Natasha</i> : Getting Through to the Unreachable Person	Mar. p. 48	
<i>Juechter, W. Matthew</i> : The Pros and Cons of Participative Management	Sept. p. 44	
<i>Karger, Theodore</i> : Defining a Leadership Mandate	April p. 14	
<i>Kastury, Uma R.</i> (see <i>Kushnir, Joel M.</i>)		
<i>Kelly, P. Michael</i> : Good Assets Management Can Pay Off Under ERTA	June p. 8	
<i>Kelly, William R.</i> : Plotting Marketing Strategy for Today's Economic Realities	Mar. p. 15	
<i>Kizilos, Apostolos P.</i> : Defining Participative Management: A Socratic Approach	Sept. p. 49	
<i>Krein, Theodore J.</i> : How to Improve Delegation Habits	May p. 58	
<i>Kuczynski, Thomas D., and Steven J. Silver</i> : Strategy: the Key to Successful New Product Development	July p. 26	
<i>Kushnir, Joel M., and Uma R. Kastury</i> : How to Self-Police for Regulatory Compliance	July p. 47	
<i>Langer, Judith</i> : A Typology of Working Women	Oct. p. 19	
<i>Lazar, Richard G.</i> : Show Care for Staff to Raise Productivity	Sept. p. 29F	
<i>Leibling, Barry A.</i> : Deciding Whether to Use Staff or Outside Vendor Services	Mar. p. 22	
<i>Lippitt, Gordon and Ronald</i> : Downsizing—How to Manage More with Less	Mar. p. 8	
<i>Littlejohn, Robert F.</i> : From Strikes to Natural Disasters, N.Y.C. Crisis Managers Are Ready	May p. 32F, IF, July p. 29PF	
<i>Littlejohn, Robert F.</i> : Team Management: A How-to Approach to Improved Productivity, Higher Morale, and Lasting Job Satisfaction		
<i>Logue, John</i> : Semi-Autonomous Groups at Saab: More Freedom, High Output		Sept. p. 32F, 29IF
<i>Machovec, Frank M. and Howard R. Smith</i> : Fear Makes the World Go Round: The 'Dark' Side of Management		Jan. p. 8
<i>MacKinnon, A.M.</i> : Business and the Arts ... A Productive Alliance Comes under Stress		Oct. p. 63
<i>Magid, Renee Y.</i> : Parents and Employers: New Partners in Child Care		Mar. p. 38
<i>Maggin, Donald L.</i> : Managing the Presidency		Aug. p. 8
<i>Maggin, Donald L.</i> : Managing the Presidency, Part II		Sept. p. 18
<i>Maisonrouge, Jacques G.</i> : 'Management Gap' Threatening Future Technological Advances		Aug. p. 29IF
<i>Mandt, Edward J.</i> : The Failure of Business Education—and What to Do about It		Aug. p. 47
<i>Manner, George E. Jr.</i> (see <i>Steger, Joseph</i>)		
<i>Marchione, Anthony R. and John English</i> : Managing the Unpredictable—A Rational Plan for Coping with Change		Feb. p. 52
<i>Meyer, John H., Ed.D. and Teresa C., Ph.D.</i> : The Supervisor as Counselor—How to Help the Distressed Employee		April p. 42
<i>Morland, D. Verne</i> : How to Apply 'Zero-Based Thinking' to Decision Making		Feb. p. 29IF, Mar. p. 34F
<i>Myers, Mildred S.</i> : The Managers' Memo as a Strategic Tool		June p. 13
<i>Needell, Cheryl K. and George W. Alwon</i> : Recognition and Reward: Keys to Motivating Supervisors		Nov./Dec. p. 53
<i>Nichols, Arthur N.</i> : Contingency Planning Should Include Ways of Coping during Disasters		Sept. p. 34F
<i>Numerof, Rita E.</i> : Coping with Basic Problems Eases Stress, Promotes Efficiency		Sept. p. 29PF
<i>Numerof, Rita E.</i> : The Dilemma of the Internally Promoted Supervisor		Oct. p. 29PF
<i>O'Hea, Jerome</i> : The Need to Set Ethical Standards for Management		June p. 29F
<i>Ohmae, Kenichi</i> : Foresighted Management Decision Making: See the Options Before Planning Strategy		May p. 46
<i>Ohmae, Kenichi</i> : The Secret of Strategic Vision		April p. 8
<i>Olsen, Raymond T. and Mark G. Nixon</i> : Public Sector Creates Innovative Practices for Executive Personnel		Nov./Dec. p. 29PF
<i>Ong, John D.</i> : Marketing Maxims No Longer Apply in Difficult Times		Nov./Dec. p. 29F, IF
<i>Osborne, Karen Quallo and Renee Scialdo Shevat</i> : Study Circles: Personal and Professional Fulfillment for Employees		June p. 37
<i>Oxenfeldt, Alfred R.</i> : A Bridge Player's Guide to Sharpening an Executive's Ability to Think and Act Strategically		Oct. p. 73
<i>Paddock, Anthony C.</i> : How to Hurdle Major Barriers to U.S. Markets		Aug. p. 29IF
<i>Patton, John A.</i> : Managers and Productivity ... No One to Blame but Themselves?		Oct. p. 13
<i>Paulson, Robert D.</i> : The Chief Executive as Change Agent		Feb. p. 25
<i>Perkins, Joseph</i> : Polaroid Experimenting with Phased Retirement		April p. 29F, 31IF
<i>Peters, Thomas J. and Robert H. Waterman</i> : How the Best-Run Companies Turn So-So Per-		

<i>formers into Big Winners</i>	Nov./Dec. p. 8	
<i>Picard, Daniel A.</i> : The Good and Bad of Managing Foreign Firms' U.S. Subsidiaries	Feb. p. 29IF, Mar. p. 33F	Jan. p. 35F, 31IF
<i>Plotzke, George A.</i> : New Technology Creates 'The Office of the Future'	Feb. p. 8	June p. 24
<i>Preston, William H.</i> : CEO Turns to Employees to Help Turn the Company Around	July p. 31IF, 29F, 34PF	July p. 52
<i>Riceman, John P.</i> : How to Operate a Successful Career Development Program	May p. 21	Jan. p. 47
<i>Root, Franklin R.</i> : Why Every Company Needs a Strategy for Global Competition	April p. 29IF, May p. 34F	Feb. p. 60
<i>Ruggles, Rudy L.</i> : How to Integrate R&D and Corporate Goals	Sept. p. 8	
<i>Rummel, Geary A.</i> (see <i>Bolt, James F.</i>)		
<i>Ryan, D. Jack</i> : Companies Need 'Bill of Rights' for Employees—and Themselves		
<i>Sass, Martin D.</i> : Proper Pension Fund Management Can Yield Superior Performance	Aug. p. 30F, IF, 34PF	April p. 24
<i>Savas, E.S.</i> : Alternatives Suggested for Providing Cheaper and Better Public Services	Aug. p. 29F, Sept. p. 34IF	Oct. p. 29PF
<i>Scheinman, Marc A.</i> : Latin America Holds Great Promise Despite Problems	July p. 31PF	
<i>Searle, Bruce A.</i> : How ERTA Will Benefit Expatriate Americans	May p. 29IF	
<i>Shepherdson, J.P.</i> : The Town That Is Building Ramparts against Unemployment	Mar. p. 20	
<i>Shevat, Renee Scialdo</i> (see <i>Osborne, Karen Quallo</i>)		
<i>Shiota, Maruo</i> : For the Japanese, There Is No Demarcation between Work and Play		
<i>Silver, Steven J.</i> (see <i>Kuczmarski, Thomas D.</i>)		
<i>Smith, Howard R.</i> (see <i>Machovec, Frank M.</i>)		
<i>Smith, Martin R.</i> : How to Develop—and Keep—a Solid Management Team		
<i>Sondak, Arthur</i> : How Good a Time-Killer Are You?		
<i>Stagnaro, Frank</i> : The Benefits of Leveling with Employees: ROLMs Experience		
<i>Steger, Joseph A., George E. Manner, Jr., and Thomas W. Zimmerer</i> : How To Link Management Style to Subordinate Personalities	Oct. p. 22	
<i>Stokes, Richard</i> : Worldwide Terrorism Threatens Executives' Safety	Nov./Dec. p. 29IF	
<i>Stonich, Paul J.</i> and <i>Susan Graham Wernecke</i> : Strategy Formulation: What to Avoid; How to Succeed	May p. 25	
<i>Stutzman, Thomas F.</i> : Simmons Plant Designed for High Productivity	Feb. p. 29F	
<i>Thompson, Theresa</i> : Time to Reassess Tax Credit for Employee Stock Ownership Plans	Feb. p. 22	
<i>Thorne, I. Marlene, Francis X. Fee, and Jane O'Hara Carter</i> : Career Development: A Collaborative Approach	Sept. p. 27	
<i>Tomasko, Robert M.</i> : Focusing Company Reward Systems to Help Achieve Business Objectives	Oct. p. 8	
<i>Toth, John M.</i> : How Dana is Reducing Number of Managers Despite its Growth	Nov./Dec. p. 29F	
<i>Treen, David</i> : Improved Management Saves State of Louisiana Nearly \$400 Million	Sept. p. 29PF	
<i>Ukeles, Jacob B.</i> : Should Coal Setting Be the First Step for Public Managers?	July, p. 29PF	
<i>Ury, William</i> . (see <i>Fisher, Roger</i>)		
<i>Varma, Madhurendra K.</i> : Managers Urged to Draft Own Demands instead of just Reacting to Union Proposals		
<i>Versagi, Frank J.</i> : What American Labor/Management Can Learn from Japanese Unions		
<i>Ward, William J.</i> : The Happy Worker		
<i>Weihrich, Heinz</i> : A Hierarchy and Network of Aims: Getting More out of MBO		
<i>Weihrich, Heinz</i> : How to Set Goals That Work for Your Company—And Improve Your Bottom Line		
<i>Werneck, Susan Graham</i> (see <i>Stonich, Paul J.</i>)		
<i>Whellan, Floyd</i> (see <i>Box, Barry E.</i>)		
<i>Wilson, Robert L.</i> (see <i>Grossman, Steven H.</i>)		
<i>Winder, Walton R.</i> : Do ISOs Belong in Your Executive Compensation Program?		
<i>Wood, Charles T.</i> : How to Reduce Hospital Costs without Cutting Patient Care		
<i>Yerys, Arlene</i> : How to Get What You Want through Influential Communication		
<i>Zimmerer, Thomas W.</i> (see <i>Steger, Joseph</i>)		

STATEMENT OF OWNERSHIP, MANAGEMENT AND CIRCULATION
(Required by 39 U.S.C. 3685)

1. Title of publication: MANAGEMENT REVIEW. 1A. Publication No. 589300.
 2. Date of filing: September 30, 1982. 3. Frequency of issue: Monthly. 3A. Number of issues published annually: 12. 3B. Annual subscription price: \$28.00.
 4. Location of known office of publication: Trudeau Road, Saranac Lake, N.Y. 12983. 5. Location of the headquarters of general business offices of the publishers: 135 West 50th Street, New York, N.Y. 10020. 6. Names and addresses of publisher and editor: Publisher: AMACOM Periodicals Division of American Management Associations, 135 West 50th Street, New York, N.Y. 10020; Editor: John M. Roach, AMACOM, 135 West 50th Street, New York, N.Y. 10020. 7. Owner: American Management Associations, 135 West 50th Street, New York, New York 10020. 8. Known bondholders, mortgagees, and other security holders owning or holding 1 percent or more of total amount of bonds, mortgages or other securities: None. 9. For completion by nonprofit organizations authorized to mail at special rates (Section 411.3 DMM): The purpose, function, and nonprofit status of this organization and the exempt status for federal income tax purposes have not changed during preceding 12 months. 10. Nature and extent of circulation:

Average no. copies each issue during preceding 12 months	Actual no. copies of single issue published nearest to filing date
A. Total no. copies printed (net press run)	98,555
B. Paid circulation	97,810
1. Sales through dealers and carriers, street vendors, and counter sales	0
2. Mail subscriptions	97,791
C. Total paid circulation	97,791
D. Free distribution by mail, carrier or other means; samples, complimentary, and other free copies	140
E. Total distribution (sum of C and D)	97,931
F. Copies not distributed:	
1. Office use, left-over, unaccounted, spoiled after printing	624
2. Returns from news agents	0
G. Total (Sum of E and F should equal net press run shown in A)	97,810

11. I certify that the statements made by me above are correct and complete.
 JOHN M. ROACH
 Editor-in-Chief, Periodicals

